Message Text

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PAGE 01 STATE 216988 ORIGIN NEA-10

INFO OCT-01 ISO-00 DODE-00 PM-05 CIAE-00 INR-07 NSAE-00 /023 R

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P 100104Z SEP 77 FM SECSTATE WASHDC TO AMEMBASSY RABAT PRIORITY

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E.O. 11652: N/A

TAGS: MASS, BTRA, MO

SUBJECT: HELICOPTER SALE: VISIT BY BOEING VERTOL REPRESENTATIVE

REF: SECDEF 020636Z

BOEING VERTOL REP BEN STEPHANSKY NOW PLANS TO RETURN TO MOROCCO ON SEPTEMBER 11 AND WILL CONTACT MUSLO. IN ADDITION, HE WOULD BE AVAILABLE TO BRIEF AMBASSADOR IF DESIRED. AT THIS JUNCTURE, STEPHANSKY ADVISED DESK OFFICER ON SEPTEMBER 8, QUESTION IS STILL OPEN WHETHER MOROCCANS WILL BUY CHINOOKS DIRECT FROM BOEING OR FROM ITALIAN AGUSTA SUBSIDIARY, WITH FINANCING, SERVICE CONTRACT, AND POSSIBLY OTHER FACTORS LIKELY TO BE DETERMINING. AFTER ABOUT ONE WEEK IN MOROCCO STEPHANSKY WILL BE JOINED BY REPRESENTATIVE OF AVCO-LYCOMING, WHO WOULD ASSIST IN NEGOTIATION OF AN ENGINE SERVICE CONTRACT LIMITED OFFICIAL USE

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FOR CHINOOKS. STEPHANSKY SAID THAT IN HIS CONVERSATIONS WITH COL. KABBAJ AT PARIS AIR SHOW LATTER HAD EXPRESSED INTENT EVENTUALLY TO ACQUIRE AS MANY AS TEN CHINOOKS, BUT DE FACTO CEILING OF \$25 MILLION ON CURRENT BUY WOULD LIMIT EARLY ACQUISITIONS TO THREE OR AT MOST FOUR. VANCE

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Message Attributes

Automatic Decaptioning: X

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Concepts: SALES, HELICOPTERS, VISITS, CONSULTANTS

Control Number: n/a

Copy: SINGLE Sent Date: 10-Sep-1977 12:00:00 am Decaption Date: 01-Jan-1960 12:00:00 am

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Subject: HELICOPTER SALE: VISIT BY BOEING VERTOL REPRE- SENTATIVE

TAGS: MASS, BTRA, MO, BOEING

To: RABAT Type: TE

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